

Message Text

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SUBJECT: FRENCH PROPOSAL FOR DIALOGUE WITH U.S. ON
INDUSTRIAL POLICY AND TECHNOLOGICAL INTERCHANGE

REF: (A) PARIS 19859, (B) STATE 208532, (C) BONN 14284

1. PENDING FURTHER TALKS WITH ESPER, WHO IS NOW ON
LEAVE, OUR INFERENCE IS THAT MINISTRY OF INDUSTRY
WOULD PURSUE FOLLOWING OBJECTIVES IN ANY BILATERAL
TALKS WITH US:

A. OBTAIN USG ENCOURAGEMENT OF TRANSFER TO FRANCE,
THROUGH LICENSING ARRANGEMENTS OR JOINT VENTURES,
OF HIGH LEVEL PUBLIC OR PRIVATE SECTOR TECHNOLOGY
WHICH WOULD ENABLE FRENCH MULTINATIONALS TO COMPETE
MORE EFFECTIVELY AT HOME AND ABROAD. INDUSTRIAL
SECTORS OF LIKELY INTEREST TO MINISTRY IN THIS
CONNECTION INCLUDE TELECOMMUNICATIONS, EDP PERIPHER-
ALS, MACHINE TOOLS, MILITARY ELECTRONICS, AND
PHARMACEUTICALS, AMONG OTHERS.

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B. ASSESS LIKELIHOOD OF, AND SEEK TO FORESTALL, FUTURE USG ACTIONS UNDER TRADE ACT WHICH COULD BE HARMFUL TO FRENCH INTERESTS.

C. SEEK USG ACCOMMODATION TO FRENCH DESIDERATA ON INDUSTRIAL ISSUES IN MTN IN AREAS SUCH AS STANDARDS, SUBSIDIES AND GOVERNMENT PROCUREMENT.

D. SECURE USG ACQUIESCENCE IN GOF POLICIES, SUCH AS FRENCHIFICATION AND DISCRIMINATORY TECHNICAL LICENSING OF TELECOMMUNICATIONS EQUIPMENT, WHICH HAVE EFFECT OF STRENGTHENING FRENCH INDUSTRY AT OUR EXPENSE.

2. PRESUMABLY FRENCH WOULD NOT EXPECT SYMPATHETIC U.S. RESPONSE TO SUCH SELF-SERVING SET OF OBJECTIVES WITHOUT SOME QUID PRO QUO FROM THEIR SIDE. WHETHER THEY HAVE THOUGHT THIS THROUGH IS UNCLEAR. AS FAR AS WE CAN ASCERTAIN, INITIATIVE FOR THIS DIALOGUE IS THUS FAR EXCLUSIVELY WITHIN MINISTRY OF INDUSTRY AND HAS NOT YET BEEN APPROVED EVEN BY MINISTER D'ORNANO, THOUGH PROPOSAL IS NOW UNDERSTOOD TO BE BEFORE HIM. OTHER MINISTRIES, SUCH AS FOREIGN AFFAIRS, FINANCE, AND FOREIGN TRADE, MIGHT TAKE DIM VIEW OF FAR-REACHING BILATERAL DIALOGUE WITH U.S. AT THIS TIME EVEN IF CONFINED TO MATTERS WITHIN D'ORNANO'S COMPETENCE.

3. UNDER CIRCUMSTANCES WE PLAN TO HAVE FURTHER EXPLORATORY TALKS WITH ESPEY IN SEPTEMBER AND TRY TO SMOKE OUT MORE PRECISELY WHAT HE HAS IN MIND AND PARAMETERS OF SUBJECT MATTER TO BE ADDRESSED. WE WILL SEEK TO DISCOURAGE CONCEPT OF PREPARATORY MEETING AND CONCENTRATE ON POSSIBLE D'ORNANO VISIT. (D'ORNANO RETAINS INDUSTRY PORTFOLIO IN NEW BARRE CABINET.) IN MEANTIME WE WILL ALSO SOUND OUT OUR BRITISH AND GERMAN COLLEAGUES ON NATURE OF INDUSTRY MINISTRY'S APPROACHES TO THEM.

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